Gaina

Fox Trading Case Study

The Quick Version

- The JJ Fox Trading Group is the sales, marketing and distribution team for many global brands in the Channel Islands.

- The company sought to consolidate seven disparate systems into one consolidated system, as well as improve stock management and reporting.

- We reduced the number of software systems it was using from seven to one and helped to vastly improve the ERP process.

- As a result, Fox **reduced stock-taking time by 60%** and **stock-picking errors by 50%,** and is now the leading supplier of confectionery vending solutions and packaging products in the Channel Islands.

The Problem

The JJ Fox Trading Group (Fox Trading, Fox) is the sales, marketing and distribution team for many global brands in the Channel Islands. But, before working with Gaina, Fox had a problem.

The company's acquisition strategy meant that it had evolved to incorporate three distinct divisions - FMCG, vending, and packaging and hygiene. But, because each division came with its own legacy software and set of processes, the company ended up running seven different software systems in an enterprise resource planning (ERP) capacity.

This made managing the business uniformly as a single entity - particularly for the purpose of government reporting and business planning - extremely difficult. And not only that, but these disparate systems were all run by third-party software suppliers and came with seven different license costs.

When they came to Gaina in 2013, a key priority for Fox was consolidating these seven systems into one, uniform system. They also sought to use Gaina's systems to alleviate problems they faced with stock management, product knowledge, staff training and reporting.

What We Did

With our help, Fox reduced the number of software it was using in an ERP capacity down from seven systems to just one.

This one system enabled Fox to:

- Improve accuracy in picking and dispatch

- Integrate radio frequency (RF) barcode scanners to enable figures to be updated instantly, regardless of location

- Generate daily reports and analytics to help with day-to-day and future planning

- Only re-order quantities of stock that were sufficient to meet demand, create count lists and set up out-of-stock alerts

- Identify loss-making parts of the business

- Automate many back-office functions

- Train each employee so that they were familiar with using that one consolidated system

The result

This consolidated system offered numerous benefits for Fox that couldn't have been achieved previously.

For example, with the Gaina system, Fox operational staff reduced the time taken to stock take by **at least 60%** - without compromising accuracy. The system also enabled **a 50% reduction** in stock-picking errors.

Additionally, the Gaina system enabled Fox to make better-informed and data-driven decisions, ensure optimum stock levels, identify unprofitable accounts, fulfil orders more quickly, increase customer satisfaction, increase sales, and much more.

As well as using the software to help with warehouse organisation and distribution planning, it also holds a central nominal ledger. This means Fox can get financial reporting on all 3 business areas from one single source. This also makes auditors happier than ever, since they now only need to audit one set of ledgers governed by common processes.

Gaina's system paved the way for each branch of the business to perform better both as subsidiaries and as part of the overall family group. As a result, Fox is now the **leading supplier** of confectionery vending solutions and packaging products in the Channel Islands.

Why Gaina?

Gaina Software has 35 years' experience in providing warehouse technology solutions to public and private sector clients in the UK & Irish markets, and has a proven track record of generating warehouse efficiencies, reducing errors and increasing profitability.

Gaina Software helps businesses to:

- **Manage stock within multiple warehouse locations**
- **Drive warehouse efficiencies and reduce errors**
- **Save time and make more strategic decisions**
- **Reduce cost**
- **Increase sales volume, value and margin**

Visit our website to find out how.